

Speaking Points for Dr. Frank M. Brocato's
Presentation to FDA on May 11, 2001

1. Employers make INVESTMENTS in HEALTH CARE BENEFITS for their employees for FOUR (4) measurable outcomes: (Left column, Page 2 of booklet)
 - A. Faster recovery from illness
 - B. Improved Quality of Life
 - C. Increased Functional Status

And, most importantly,

- D. Gains in PRODUCTIVITY AT WORK, specifically:
Reduced ABSENTEEISM FROM WORK
Reduced IMPAIRMENT WHILE AT WORK
2. From EHC studies in Tampa, we know that IMPAIRMENT LOSSES ARE 7.5 TIMES GREATER THAN ABSENTEEISM LOSSES.
(Page 3 of Booklet)
3. ALLERGIES are the MOST PREVALENT of all diseases that we measured (Table E, Page 6)
 - Doctors told 26% of employees that they had ALLERGIES
 - Another 5% of employees felt that they had ALLERGIES
 - So TOTAL PREVALENCE is 31%.
 - NEXT MOST PREVALENT DISEASE, HYPERTENSION, is 13% lower than Allergies, at 18%.
4. ALLERGIES had the GREATEST DISEASE-SPECIFIC PRODUCTIVITY LOSSES of all diseases we measured. (Table N, Page 10)
5. At \$15/hour, TOTAL PRODUCTIVITY LOSSES FROM ALLERGIES were \$1.25 Million/1000 employees/year. (Table N, Page 10)
6. Employers are critically CONCERNED WITH THE EFFECTS OF SEDATING ANTIHISTAMINES upon the work effort of employees.
 - Causing greater IMPAIRMENT AT WORK, more LOSS OF TEAM FUNCTION and higher probability of improper functions which may lead to ACCIDENTS AT WORK.
7. Employees with ALLERGIES using NON-SEDATING ANTIHISTAMINES save 500-675 working days per year per 1000 employees compared to those employees who use SEDATING ANTIHISTAMINES. (Left column, Page 6)

Therefore,

8. The EMPLOYERS represented by EHC want OPTIMAL MEDICAL AND PHARMACEUTICAL MANAGEMENT OF ALLERGIES for their employees.
9. The EMPLOYERS of EHC need their employees with ALLERGIES to receive the best MEDICAL MANAGEMENT BY PRACTITIONERS for their ALLERGY SYMPTOMS and ACCESS TO BEST-OF-CLASS, NON-SEDATING ANTIHISTAMINES, as part of optimal medical management for ALLERGIES AND ITS RELATED CONDITIONS.
10. The EMPLOYERS of EHC are committed to MEASURE AND IMPROVE THE HEALTH AND PRODUCTIVITY STATUS of its employees, which they know are directly related to the BOTTOM-LINE FINANCIAL PERFORMANCE OF THEIR COMPANIES.